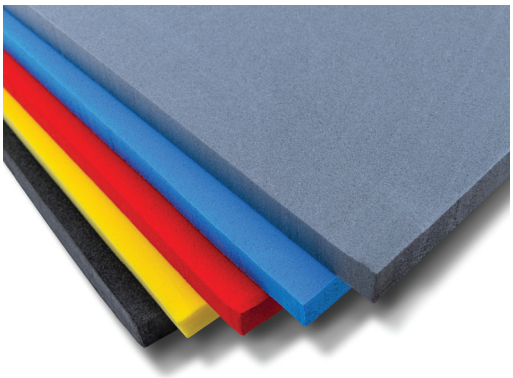
CASE STUDY

Packaging Going the Distance

Michigan-based converter, Packaging Products Inc., created a successful partnership with Armacell to support their versatile cushioning, packaging, and protection products. From automotive to military applications, our ArmaComp™ component foams solutions help Packaging Products solve supply chain challenges and tight deadlines. **Armacell in action.**

www.armacell.us



armacell®

MAKING A DIFFERENCE AROUND THE WORLD

Supplying Solutions for Protective Packaging

PROJECT:

Manufacturer and converter of foam solutions supplying a variety of cushioning, protection, gasketing, and packaging products to diverse markets.

LOCATION:

Plymouth, MI

MECHANICAL CONTRACTOR:

Packaging Products Inc.

CHALLENGE:

Tight deadlines and supply chain disruptions caused material availability challenges for foam cushioning pieces used in shipping containers.

SOLUTION:

Supply OleTex® foam buns to customer working on automotive and military projects to ensure volume would not impact supply, manufacturing deadlines, or shipping times.

Per the **National Association of Manufacturers**, the number one supply chain challenge is material scarcity and shortages of goods.

Shipping sensitive materials, important equipment, and heavy objects can be a challenge under regular circumstances. Compound that with normal supply chain difficulties after the COVID-19 pandemic and companies around the world struggled to meet logistical demands. Raw material shortages, long lead times, and missed shipping deadlines impacted almost all industries. Some industries experienced minor impacts while others that were considered non-essential were required to shut down. The majority of industries, however, experienced major operational upsets and shipping delays, especially critical ones like the medical, automotive, and military industries that were highly impacted. Suppliers to those industries also felt the pressure to meet demands fostering the need to build stronger relationships and more effective partnerships to generate innovative solutions.

HANDLE WITH CARE

Packaging Products, a leading provider of custom fit foam solutions, supplies foam gasketing, cushioning and packaging products to a variety of customers in automotive, aerospace, the U.S. military, medical, construction, and industrial companies. Packaging Products provides lamination, sawing, skiving, sheeting, die cutting, and adhesion services and is a minority-owned company. For over three decades this organization has thrived and grown, but they were not absent from the impact of the pandemic.

In 2021, Matt Flory, Vice President of Sales, discussed a challenge of suppling large volumes of material for an automotive project with Brad Soltysiak, Sales and Marketing Manager for Armacell. The automotive venture was for General Motors regarding the Chevy Volt EV battery recall program where volatile batteries had to be packaged and shipped to Mexico for processing. Packaging Products had to procure cross-linked polyethylene closed-cell foam to put inside shipping crates holding the batteries, but the COVID-19 pandemic created strains on suppliers. Soltysiak worked closely with our manufacturing and customer teams to be able to supply the volume needed for Packaging Products to create the custom foam cushioning for safeguarding the batteries. After successfully allocating a steady supply of OleTex® materials within the deadlines required for shipments to Mexico, it was estimated that Armacell supplied over thirty-six full truckloads of our foam buns!

Packaging Products also supports the U.S. military and with military forces stationed around the globe, strong supply chain management is essential for providing the equipment, resources, and supplies that our troops need to fulfill their missions. Prior to the Chevy Volt battery project, Armacell supplied Packaging Products with OleTex cross-linked polyethylene foam to create custom foam padding used inside of Pelican cases used by the military. These hard cases containing tools and ordnance repair kits for the Army required transit stability, especially in hot zones under fire. The design had to be unique as Pelican cases must be tested to survive military grade drop test standard MIL-STD-810G, for drops up to three meters (10 feet).

SUPERLATIVE SUPPORT

Packaging Products and Armacell have built a solid partnership and foundation to successfully supply their solutions around the world. Owner and CEO, Larry Flory, grew this organization from a one skiver operation to an impressive company experiencing rapid growth including the purchase of the world's largest skiver. This Fecken-Kirfel vacuum skiver is slated to be operational in February of 2024 and measures a whopping 2.2 meters wide with a 52 foot long bed size! "This skiving capability opens up new possibilities and widens Packaging Products offerings to our customers, so it is a very exciting time for us" says Larry Flory, Owner and CEO.

With this new machinery, Packaging Products will now be able to skive material up to 39 inches and Armacell will be there to support their needs, now and in the future.

VERSATILE AND FORMIDABLE FOAM

OleTex is a highly versatile cross-linked polyethylene foam developed for a limitless range of creative die cut, heat molded capabilities in automotive, military, construction, packaging and recreation applications. OleTex can be formulated for soft, flexible applications or in blends that provide stiff, high-compressive-strength end uses. Various blends of Ethylene Vinyl Acetate (EVA) are used to achieve desired flexibility. OleTex is offered in buns, continuous rolls, laminated rolls, and sheets that can be sliced to preferred thicknesses. ■

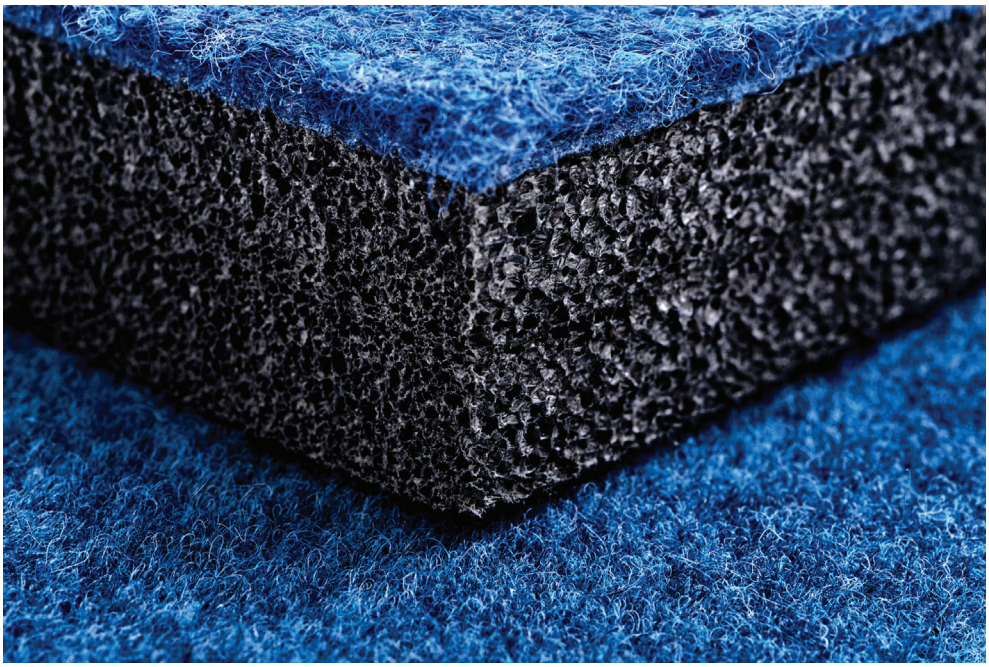
Did you know the U.S Army is the oldest and largest branch of the military? Originating in 1775, the U.S. Army employs more than

460,000

active members today.

OleTex Characteristics

- Custom foam applications and composites
- Easy processing: thermoforming, laminating, die cutting, skiving, coating, molding
- Wide color range available
- In-line value added capabilities: film, surface enhancement
- Large offering of density and thickness combinations
- Wide width capabilities
- Water resistant
- Made in the USA



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ABOUT ARMACELL

As the inventor of flexible foam for equipment insulation and a leading provider of engineered foams, Armacell develops innovative and safe thermal and mechanical solutions that create sustainable value for its customers. Armacell's products significantly contribute to global energy efficiency making a difference around the world every day. With more than 3,300 employees and 27 production plants in 19 countries, the company operates two main businesses, Advanced Insulation and Engineered Foams. Armacell focuses on insulation materials for technical equipment, high-performance foams for acoustic and lightweight applications, recycled PET products, next-generation aerogel technology and passive fire protection systems.

For more information, please visit:
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